



Allan Cook CBE  
Industrial Co-Chair  
of the DGP

Welcome to the June Edition of the DGP Bulletin.

The election period has limited some aspects of our engagement with Government - however I am glad to say that we have made excellent progress towards developing the basis of a Defence Sector Deal and the next steps for DGP. I hope to give more detail on the substance of the Defence Sector Deal in the next edition of the bulletin. I would also like to thank the small group of people, from Steering Committee member companies, that are helping us develop the deal.

This month, many Defence Growth Partnership members will be attending the Paris Air Show. This will be a great opportunity to see new developments in the aerospace and defence sector which could impact on the plans of the DGP. The Defence Growth Partnership, through DSO, will also be exhibiting at the MAST defence event in Japan on the 12-14<sup>th</sup> of June. This will be the first time we have presented ourselves as "Team UK" and we will be significantly strengthening the image and concept of "Team UK" in the lead up to DSEi in September.

Finally, this month I am happy to announce that the UK Defence Solution Centre is hosting a networking event as part of the Defence Innovation challenge. The event will be attended by the 33 companies that have won through the first phase of the Innovation Challenge launched at DSEi 2015. I believe that this will serve as a great networking opportunity for everybody involved to build potential relations with other members of a vibrant and innovative community. This is just one of the many examples that demonstrates the Defence Growth Partnership's commitment to supporting the future of the UK's Defence industry.

## Key Progress Updates

### Strengthened-DSO

May represents the first month of implementation for our strategic markets, and we have been working hard with colleagues in the Regional Directorates in DSO to implement them. Whilst the identification of the strategic markets, and the development of the strategies has been a DGP sponsored effort, the implementation needs to be a joint effort between government departments, the UKDSC, and wider industry. The strategies simply cannot be delivered without their support. So the team of industry secondees in DSO are working in support of the Regional Directorates to implement this joint effort. This brings together the work sDSO has been doing on the long term strategic picture, with the here and now which is DSO core business. Clearly the two different perspectives compliment each other and there is a great deal of benefit in working together like this for our most important markets.

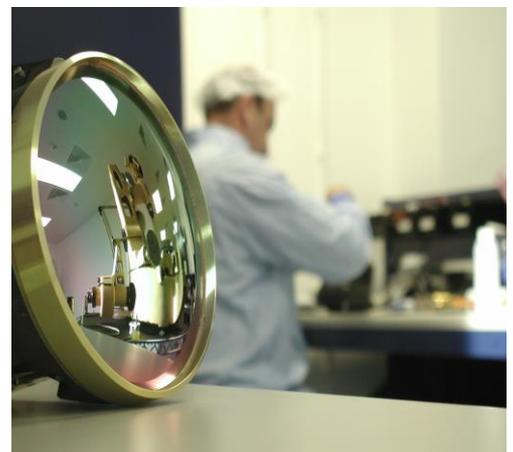
We are also in the very early stages of piloting a new collaborative workspace to share information more effectively across government and industry stakeholders who have an interest in our strategic markets. This is an important step forward as we look to harness the latest cloud based IT tools to support our work in the Department for International Trade.

We still have a vacancy for a Planning Lead for one of our strategic markets, so if you are interested, please contact [Nisha.Rahim@trade.gsi.co.uk](mailto:Nisha.Rahim@trade.gsi.co.uk).

### Value Chain Competitiveness

Hamid Mughal -

With my recent appointment on the VCC, my aspiration is that we develop a Defence Industry specific Improvement Framework that provides the basis for achieving a sustainable competitive advantage in the products and services that we supply. This VCC framework will be designed progressively and in a modular format to provide the users with the awareness and route-maps to 'Best in Class' principles and practices, operating guidelines, hard and soft technologies, leadership training and development and organisational culture. The prime objective will be to establish an industry wide drive for transforming our cost and delivery performance and as a consequence, the overall customer experience. This VCC development cannot be a success without your ongoing support, ideas and contributions. Over time I will be holding a few conference calls / workshops to gain your insight and inputs. In the meantime, please feel free to share your thoughts on this proposed objective. You may send me your views on - [Sarah.Hudson@Rolls-Royce.com](mailto:Sarah.Hudson@Rolls-Royce.com).



# Key Progress Updates

## UKDSC

### Focus on the Customer

Phase 3 of the market analysis work has seen a positive response from across industry. The UKDSC is working with DSO, other government departments and independent consultants to rationalise and prioritise the multiple Capability Themes that have been identified as potential contenders for international engagement. A webinar on 10<sup>th</sup> May was used to present the initial findings to industry and allowed input and discussion on the work completed so far. Ninety delegates from DGP Partner companies, UK government and the UKDSC participated;

the conclusions will be published in July. The Market Intelligence Cell (MIC) continues to have regular visits from the DGP founders, UKDSC associates, Community of Interest (CoI) members, UK government representatives, and international delegations; to date the MIC has hosted 60+ engagements involving over 76 delegates. Additionally, work is underway to produce specific reports on the strategic partnership initiative in India and on future combat air capabilities more widely. All of these outputs are designed to help strengthen the knowledge base of industry and UK government.

### Develop UK Capability

Andy Love has joined the UKDSC Capability team on secondment from Airbus. Andy will lead the Maritime Strategic Capability activity and engagement with the Royal Navy. Monthly workshops with Industry to prepare for DSEi have continued with the support of the Capability Team and Industry: Maritime, Communications, Training and Persistent Surveillance capability themes will be exhibited on the Team UK Stand at DSEi as example UK Capabilities. Engagement with the Royal Navy and DIT-DSO has continued to ensure alignment between the MoD/DIT Lounge, the Royal Navy Theatre and the Team UK stand given the close proximity and potential synergies. Support to the implementation planning for the strategic market strategies led by DSO continues, with the identification of potential capability requirements being of particular focus.

### Improve Value of Investment

This month, UKDSC have been working with the Defence and Security Accelerator on the Innovation Fund Challenge “Revolutionise the Human Machine Relationship for Defence” to facilitate exploitation opportunities. This challenge has recently been competed for Phase 1 proof of concept projects. A significant number of proposals have been funded, many from new SME suppliers. As part of this project, a collaboration event has been scheduled for 14<sup>th</sup> June at the Chelsea Harbour Hotel, London. UKDSC have secured an opportunity for DGP companies and UKDSC associates to participate in this event to pitch to Phase 1 suppliers about how they can support exploitation. For further details please email [innovation@ukdsc.org](mailto:innovation@ukdsc.org). Also, the Innovation and Collaborative Engagement (ICE) Lab at UKDSC hosted Project Ghost Demo for Inzpire, an SME who partook in the Phase 2 Innovation challenge. Inzpire used the ICE Lab facilities to undertake their own engagements with stakeholders, from both MoD and industry. UKDSC attended ITEC in Rotterdam, an Annual Conference on Advanced Engineering to present on how to use model based systems within defence engineering.

## Skills

During May the DGP Skills Career Pathway workstream began creating the structure for the chosen pilot export career path: Business Development (BD). Its purpose is to create a robust pan-industry and government framework that outlines competency requirements for specific roles. By doing so it will enable individuals to move between organisations in order to develop key export skills and progress their careers.

This month the DGP's team of experts working on the pathway established a competency framework that identified core skills and behaviours and the additional 'deltas' required to operate in BD in international markets. In parallel work is underway to calibrate the framework and map specific roles to attainment levels.



## Upcoming Events

- 14 June – Phase 1 Proof of Concept Projects Collaboration Event
- 14 June – UKDSC Liaison Board
- 22 June - Defence and Security Accelerator Visit to UK Defence Solutions Centre
- 29 June – DGP Steering Committee
- 07 July – Phase 3 market analysis final report
- 01 August – Defence Industry Liaison Board
- 01 August – UKDSC Liaison Board
- 17 August – DGP Steering Committee

## Secondment Opportunities

**UKDSC-** (Contact Andrew Radcliffe for details: [andrew.radcliffe@ukdsc.org](mailto:andrew.radcliffe@ukdsc.org)):

- Director Market Intelligence Cell – required for Mid-September 2017 to end August 2018 (minimum)
- Market Intelligence Lead – starting July (each assignment is for 6-12 months); excellent opportunities for those on company graduate schemes or fast-track development programmes
- Strategic Capability Lead Layered Air Defence
- Assistant Head of Engagement (innovation and SMEs)

**S-DSO-** (contact Nisha Rahim for details: [Nisha.Rahim@trade.gsi.gov.uk](mailto:Nisha.Rahim@trade.gsi.gov.uk)):

- Country Planning Lead to start ASAP